



# Axis Group Professional Resourcing

Overview

Q4 2023



## Global Markets. Connected

Axis Group provides market access solutions. For clients that compete in complex international markets, our deep capabilities, expertise and commitment translate into business performance and profitability

## Our Business



Dubai | Beijing | Shanghai | Singapore | Perth | Bangkok | Delhi | Johannesburg | Santiago | Denver

[axisgroupinternational.com](http://axisgroupinternational.com)



**DP WORLD**

[www.dpworld.com](http://www.dpworld.com)

# Axis Group Professional Resourcing – Enabling High Performance Teams



***Axis Group Professional Resourcing*** augments our clients' team capacity via the **placement of strategic human resources with specialist supply chain knowledge and capabilities**. Our candidates are well-experienced across various industries

## **Our Focus**

- Positions in supply chain functions in organisations across industries
- We specialize in fixed-term contracts, typically 6-12 months (but can be shorter/longer)
- Our staffing solution ranges from junior to the most senior supply chain professionals

## **Our Process / Service Offering**

- Skills & Resource Gap Analysis
- Talent & Skills Identification
- Placement & Onboarding Management
- Ongoing Management & Interaction

## **BEE-Compliance**

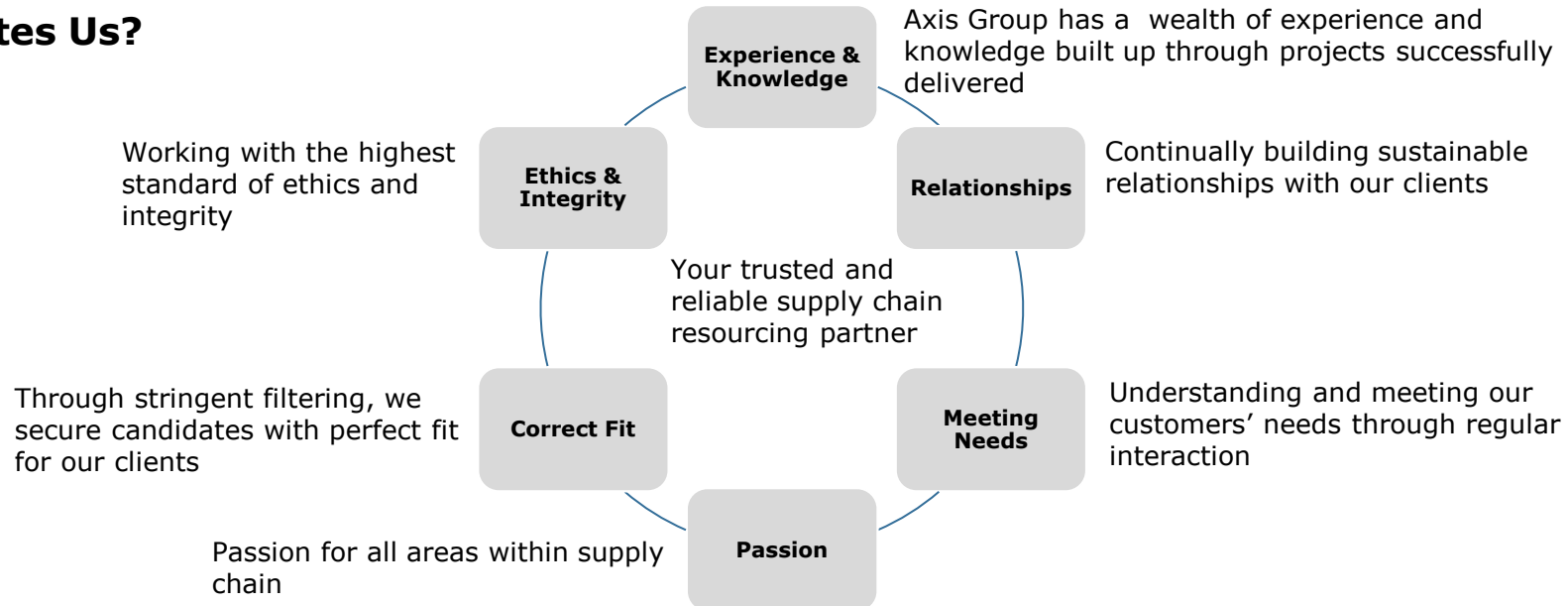
- Axis Group International, as part of the larger Imperial Group, has a level 3 BBEE Compliance with a 110% procurement recognition

# Axis Group Professional Resourcing – Client Benefits

- 1 **Flexibility**
- 2 **Speed**
- 3 **Value**
- 4 **Understanding Supply Chain**

- Axis Group professional placement takes full responsibility of all placement costs, thus removing the cost burden on our clients. We undertake full management and control of the entire placement process
- We are agile and move with speed, supplying the best candidates as and when required
- Resourcing costs to our customers are affordable, ensuring value enhancement to your organisation
- Because we are supply chain professionals, we understand the ever- evolving supply chain world and the challenges that it presents

## What Differentiates Us?



# Axis Group Professional Resourcing – Our Process / Service Offering

## ① Skills & Resource Gap Analysis

- Client needs analysis
- Essential skills identification
- Resource gap analysis
- Resourcing strategy development
- Job description development (as needed)

## ② Talent & Skills Identification

- Identification, filtering and preliminary engagement of potential candidates
- Expectation and role clarification
- Compatibility assessment
- Candidate shortlisting for 'best hire' potential
- Client interviews
- Quick and effective turn-around time

## ③ Placement & Onboarding Management

- Selection and formal offer
- Placement and onboarding facilitation management
- Flexibility
- Payroll management
- Management of compliance and administrative issues

## ④ Ongoing Management & Interaction

- Continuous support and management throughout the engagement process
- Strong relationship building to ensure continuity

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Locate 'gap' areas & develop strategies to fulfill needs

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Achieve a shortlist of 'best hire' candidates

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Place professional talent in key roles

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Management & support throughout the end-to-end process

# Axis Group Professional Resourcing - Typical Positions and Placements

## Procurement

- Interim CPO
- Head of Procurement
- Procurement Manager
- Category Manager
- Category Specialist
- Commodity Manager
- Contract Manager
- Procurement Lead
- Procurement Analyst
- Commodity Specialist
- Procurement Specialist
- Senior Buyer
- Buyer
- Junior Buyer
- Expeditor
- Procurement Assistant

## Supply Chain

- Head of Supply Chain
- Enterprise & Supplier Development Manager
- Commercial Manager
- Supply Chain Manager
- Supply Chain Relationship Manager
- Supply Chain Analyst
- Supply Chain Specialist
- Supply Chain Coordinator
- Inventory Head
- Inventory Manager
- Inventory Controller

## Logistics

- Business Development Manager
- Freight Forwarding & Clearing Specialist
- IT Specialist
- Sales Manager



# Our Global Procurement & Supply, Market Expansion and Corporate Advisory solutions in more detail

## Global Procurement & Supply

*Comprehensive global procurement & supply solutions that drive down cost, assure quality, expedite schedules, mitigate risk and ensure ESG compliance*

### Integrated Sourcing & Supply

- Global sourcing
- International logistics
- Supply to site / distribution / delivery

### Global Procurement Services

- Procurement advisory
- Strategic sourcing
- Transactional procurement
- Outsourced & managed procurement solutions

### Capex Project Procurement Solutions

- Capex procurement project management
- Sourcing, procurement, contract & transaction management
- Quality management (QA/QC), inspection, testing & expediting
- Project logistics management

### Professional Resourcing

- Skills & resource gap analysis
- Talent & skills identification
- Placement & on-boarding management
- Ongoing management and interaction

## Market Expansion

*Integrated market expansion solutions for China, Middle East and selected key markets, that bring products to market, build brand reputation, and accelerate sales & market share*

### Market Insight, Planning & Decision Support

- Market scoping & competitive landscape
- Channels to market & key stakeholder identification
- Commercial & regulatory environment
- Partner due diligence

### Marketing & Brand Management

- Marketing strategy, planning & communications
- Brand activation & management
- Digital & social marketing services
- Product / service education & representation

### Business Development & Sales

- Client / partner engagement strategy
- Route-to-market & channel partner management
- Sales management (lead development to PO)
- E-commerce solution

### On-the-ground Support & Execution

- Export/import formalities
- Warehousing & transportation
- Asia team recruitment & training
- 3PSP management (legal, registration agency, etc.)

## Corporate Advisory

*Trusted niche cross-border strategic and transaction advice, with implementation support to underpin growth and performance*

### Strategic Advisory

Strategy formulation & implementation support to drive decision making, growth & profitability

- Research & analytics
- Strategy formulation
- Strategy implementation

### Transaction Advisory

Independent corporate finance advisory & transaction origination services

- Origination services
- Financial advisory
- Due diligence
- Transaction project management



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